NOVARTIS

Value and Access Manager

Job ID
REQ-10088965
Nov 04, 2026
LOC_VN

About the Role

Major accountabilities:

- Access, Reimbursement & HTA: Lead market access strategies, reimbursement initiatives, NRDL submissions, HTA evidence generation, and payer value communication to optimize patient access and healthcare system value.
- Pricing & Access Excellence: Develop and execute pricing strategies, access plans, and negotiation approaches across the product lifecycle, ensuring long-term business sustainability.
- Health economic Policy & External Engagement: Build trusted partnerships with health economic authorities, payers, HTA bodies, pricing regulators, professional societies, hospitals, and other key stakeholders to shape a favorable Health economic policy and access environment.
- Cross-functional Leadership: Collaborate with Commercial, Medical, Regulatory, Legal, Finance, and regional/global teams to deliver integrated access solutions and business objectives.

Requirement:

- University degree in life sciences (Medical/ Pharmacy/ Biology), economics, or related field
- At least 5 years in market access, pricing, or reimbursement roles in pharmaceutical or healthcare environment
- Proven exposure to national access or payer negotiations
- Experience across product launch and lifecycle phases
- Strong understanding of pricing, value dossier and reimbursement systems with ability to translate evidence into access value propositions
- Ability to interpret financial data and integrate into pricing recommendations
- Clear written and verbal communication of scientific and economic topics
- Solid project and stakeholder management skills
- Strategic and analytical thinking
- Fluent in English

Role Requirements

Division
DIV_IM
Business Unit
Communications
Location
LOC_VN
Site
Vietnam
Company / Legal Entity
VN04 (FCRS = VN004) Novartis Vietnam Company Ltd
Functional Area

FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
Apply to Job

Job ID
REQ-10088965

Value and Access Manager

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10088965-value-and-access-manager*

List of links present in page

1. https://jobapi.novartis.com/req-10088965-value-and-access-manager
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Value-and-Access-Manager_REQ-10088965
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Value-and-Access-Manager_REQ-10088965